# MARYLAND HEALTH CARE COMMISSION

MATTER/DOCKET NO.
DATE DOCKETED

### OTHER THAN HOSPITAL AND COMPREHENSIVE/ EXTENDED CARE SERVICES APPLICATION FOR CERTIFICATE OF NEED

# ALL PAGES THROUGHOUT THE APPLICATION SHOULD BE NUMBERED CONSECUTIVELY.

#### PART I - PROJECT IDENTIFICATION AND GENERAL INFORMATION

	3.a.	
Legal Name of Project Applicant (ie. Licensee or Proposed Licensee)		Name of Facility
Street	b.	Street (Project Site)
	C.	
City Zip County	O.	City Zip County
	4.	
Telephone No.		Name of Owner (if different that applicant)
Name of Owner/Chief Executive		
	5.a.	
Legal Name of Project Co-Applicant (ie. if more than one applicant)		Representative of Co-Applicant
	b.	
Street		Street
	C.	
City Zip County		City Zip County
	d.	
Telephone		Telephone
Name of Owner/Chief Executive		

•	sheets if additional persons a	•	• •	i siloulu be ul	rected. (Attac
	Name and Title		a Name ar	nd Title	
•	Street		b		
	Olicet		_		
	City Zip	County	C	Zip	County
	Telephone No.		d Telepho	ne No.	
	Fax No.		e Fax No.		
	Brief Project Description (for i	dentification	only; see als	o item #14):	
	Legal Structure of Licensee (contact a. Governmental Proprietary Nonprofit		rietorship ip on	_ c. To be	Formed g
	Project Services (check below	v, if applicabl	le):		
ervio	ce	Included	in Project		
CF-M	IR .				
CF-C	:/D				
lome	Health Agency				
esid	ential Treatment Center				
mbu	latory Surgery				
Other	(Specify)				

# 10. Current Capacity and Proposed Changes:

Service	Unit Description	Currently Licensed/ Certified	Units to be Added or Reduced	Total Units if Project is Approved
ICF-MR	Beds	/		
ICF-C/D	Beds	/		
Residential Treatment	Beds	/		
Ambulatory Surgery	Operating Rooms			
	Procedure Rooms			
Home Health Agency	Counties	/		
Hospice Program	Counties	/		
Other (Specify)				
TOTAL				

Project I	Location	and	Site	Control:
	Project	Project Location	Project Location and	Project Location and Site

A.	Site S	Size acres
B.	Have	all necessary State and Local land use approvals, including zoning, for the
	proje	ct as proposed been obtained? YES NO (If NO, describe
	belov	the current status and timetable for receiving necessary approvals.)
C.	Site (	Control:
(1)	Title I	held by:
` ,		,
(2)	Optio	ns to purchase held by:
	(i)	
	(ii)	Is Option Renewable? If yes, Please explain
	(iii)	Cost of Option

(3)	Land Lease held by:							
` ,								
		(ii)	Is Lease Renewable	If yes, please explain				
		(iii)						
	(4)	Option	n to lease held by: Expiration date of Option					
		(ii)	Is Option Renewable?	If yes, please explain				
		(iii)	Cost of Option					
	(5)			, lease, or option, please explain how site				
<b>PERF</b>	ORMAN	ICE RE		& 14, PLEASE NOTE APPLICABLE ES SET FORTH IN COMMISSION				
12.	Project	l Implei projec	mentation Target Dates (for cots):	onstruction or renovation				
	A.			months from approval date.				
	B.	Begin	ning Construction	months from capital obligation.				
	C.	Pre-Li	censure/First Use	months from capital obligation.				
	D.	Full U	tilization	months from first use.				
13.	Project renova	•	mentation Target Dates (for p	rojects not involving construction or				
	A.	Obliga	ation of Capital Expenditure	months from approval date.				
	B.	Pre-Li	censure/First Use	months from capital obligation.				
	C.	Full U	tilization	months from first use.				
14.	Project	t Implei	mentation Target Dates (for p	rojects <u>not</u> involving capital expenditures):				
	A.	Obliga	ation of Capital Expenditure	months from approval date.				
	B.	Pre-Li	censure/First Use	months from capital obligation.				
	C.	Full U	tilization	months from first use.				
15.	medica	e a sun al servi al. Ple	nmary description of the projeces to be establish, expanded	ct's construction and renovation plan and all , or otherwise affected if the project receives a separate sheet or section to your				

#### 16. Project Drawings:

Projects involving renovations or new construction should include architectural schematic drawings or plans outlining the current facility (if applicable), the new facility (if applicable) and the proposed new configuration for inpatient facilities. These drawings should include:

- 1) the number and location of nursing stations,
- 2) approximate room sizes,
- 3) number of beds to a room,
- 4) number and location of bath rooms,
- 5) any proposed space for future expansion, and
- 6) the "footprint" and location of the facility on the proposed or existing site.

For free-standing (including office-based) ambulatory surgical facilities, these drawings should include:

- 1) dimensions of major architectural features and equipment of all operating rooms and procedure rooms, existing and proposed,
- 2) clear demarcation of restricted sterile corridor,
- 3) any proposed space for future expansion, and
- 4) the "footprint" and location of the facility on the proposed or existing site.

#### 17. Features of Project Construction:

A. Please Complete **"CHART 1. PROJECT CONSTRUCTION CHARACTERISTICS"** describing the applicable characteristics of the project, if the project involves new construction.

B.	Explain any plans for bed expansion subsequent to approval which are incorporated in the project's construction plan.
C.	Please discuss the availability of utilities (water, electricity, sewage, etc.) for the proposed project, and the steps that will be necessary to obtain utilities.

Base Building Characteristics	Chart 1. Project Cor	nstruction Chara	cteristics and Costs	
New Construction		ilding Characteristics Complete if Applicable		
Class A			New Construction	Renovation
Class B	Class of Construction			
Class C	Class A			
Class D Type of Construction/Renovation Low Average Good Excellent Number of Stories  Total Square Footage Basement First Floor Second Floor Third Floor Fourth Floor Perimeter in Linear Feet Basement First Floor Second Floor Third Floor Second Floor Fourth Floor Perimeter in Linear Feet Basement First Floor Second Floor Third Floor Second Floor Third Floor Fourth Floor Fourth Floor Fourth Floor Wall Height (floor to eaves) Basement First Floor Second Floor Third Floor Fourth Floor Fourth Floor  Wall Height (floor to Fourth Floor	Class B			
Type of Construction/Renovation	Class C			
Low	Class D			
Average Good Excellent Number of Stories  Total Square Footage Basement First Floor Second Floor Third Floor Fourth Floor Perimeter in Linear Feet Basement First Floor Second Floor Third Floor Perimeter in Linear Feet Basement First Floor Second Floor Third Floor Second Floor Third Floor Fourth Floor Fourth Floor Wall Height (floor to eaves) Basement First Floor Second Floor Third Floor Fourth Floor Fourth Floor Second Floor Third Floor Fourth Floor Second Floor Fourth Floor	Type of Construction/Renovation			
Good Excellent Number of Stories  Total Square Footage Basement First Floor Second Floor Third Floor Fourth Floor Perimeter in Linear Feet Basement First Floor Second Floor Third Floor Perimeter in Linear Feet Wasement First Floor Second Floor Third Floor Fourth Floor Wall Height (floor to eaves) Basement First Floor Second Floor Third Floor Fourth Floor Wall Height (floor to eaves) Basement First Floor Second Floor Third Floor Fourth Floor Fourth Floor Second Floor Third Floor Fourth Floor				
Good Excellent Number of Stories  Total Square Footage Basement First Floor Second Floor Third Floor Fourth Floor Perimeter in Linear Feet Basement First Floor Second Floor Third Floor Perimeter in Linear Feet Wasement First Floor Second Floor Third Floor Fourth Floor Wall Height (floor to eaves) Basement First Floor Second Floor Third Floor Fourth Floor Wall Height (floor to eaves) Basement First Floor Second Floor Third Floor Fourth Floor Fourth Floor Second Floor Third Floor Fourth Floor	Average			
Number of Stories  Total Square Footage  Basement First Floor Second Floor Third Floor Fourth Floor Perimeter in Linear Feet Basement First Floor Second Floor Third Floor Second Floor Third Floor Second Floor Third Floor  Wall Height (floor to eaves) Basement First Floor Second Floor Tourth Floor  Wall Height (floor to eaves) Basement First Floor Second Floor Fourth Floor  Wall Height (floor to eaves) Basement First Floor Second Floor First Floor Second Floor Third Floor Fourth Floor  Elevators Type Passenger Freight Number Sprinklers (Wet or Dry System) Type of HVAC System				
Total Square Footage  Basement First Floor Second Floor Third Floor Fourth Floor Perimeter in Linear Feet Basement First Floor Second Floor Third Floor Second Floor Third Floor Wall Helpar (floor to eaves) Brist Floor Second Floor Third Floor Wall Height (floor to Fourth Floor  Becond Floor Fourth Floor  Second Floor Third Floor Second Floor Third Floor Fourth Floor Fourth Floor  Elevators Type Passenger Freight Number Sprinklers (Wet or Dry System) Type of HVAC System	Excellent			
Total Square Footage  Basement First Floor Second Floor Third Floor Fourth Floor Perimeter in Linear Feet Basement First Floor Second Floor Third Floor Second Floor Third Floor Wall Helpar (floor to eaves) Brist Floor Second Floor Third Floor Wall Height (floor to Fourth Floor  Becond Floor Fourth Floor  Second Floor Third Floor Second Floor Third Floor Fourth Floor Fourth Floor  Elevators Type Passenger Freight Number Sprinklers (Wet or Dry System) Type of HVAC System				
Basement First Floor Second Floor Third Floor Fourth Floor Perimeter in Linear Feet Basement First Floor Second Floor Third Floor Second Floor Third Floor Wall Height (floor to eaves) Basement First Floor Second Floor Fourth Floor Wall Height (floor to Fourth Floor  Second Floor Fourth Floor  Basement First Floor Second Floor Third Floor Fourth Floor  Second Floor Fourth Floor Fourth Floor Fourth Floor  Elevators Type Passenger Freight Number Sprinklers (Wet or Dry System) Type of HVAC System				
Basement First Floor Second Floor Third Floor Fourth Floor Perimeter in Linear Feet Basement First Floor Second Floor Third Floor Second Floor Third Floor Wall Height (floor to eaves) Basement First Floor Second Floor Fourth Floor Wall Height (floor to Fourth Floor  Second Floor Fourth Floor  Basement First Floor Second Floor Third Floor Fourth Floor  Second Floor Fourth Floor Fourth Floor Fourth Floor  Elevators Type Passenger Freight Number Sprinklers (Wet or Dry System) Type of HVAC System	Total Square Footage			
Second Floor         Third Floor           Fourth Floor         Perimeter in Linear Feet           Basement         Basement           First Floor         Fourth Floor           Wall Height (floor to eaves)         Basement           First Floor         First Floor           Second Floor         Third Floor           Fourth Floor         Fourth Floor           Fourth Floor         Freight           Number         Sprinklers (Wet or Dry System)           Type of HVAC System         Type of HVAC System				
Third Floor Fourth Floor Perimeter in Linear Feet  Basement First Floor Second Floor Third Floor Fourth Floor Wall Height (floor to eaves) Basement First Floor Second Floor Third Floor Wall Height (floor to eaves)  Basement First Floor Second Floor Third Floor Fourth Floor  Third Floor Fourth Floor Fourth Floor Fourth Floor  Elevators Type Passenger Freight Number Sprinklers (Wet or Dry System) Type of HVAC System	First Floor			
Fourth Floor Perimeter in Linear Feet  Basement First Floor Second Floor Third Floor Fourth Floor Wall Height (floor to eaves) Basement First Floor Second Floor Third Floor Fourth Floor  Basement First Floor Second Floor Third Floor Fourth Floor Fourth Floor Fourth Floor Fourth Floor Fourth Floor  Elevators Type Passenger Freight Number Sprinklers (Wet or Dry System) Type of HVAC System	Second Floor			
Perimeter in Linear Feet  Basement First Floor Second Floor Third Floor Fourth Floor Wall Height (floor to eaves) Basement First Floor Second Floor Third Floor Fourth Floor  Second Floor Third Floor Fourth Floor Fourth Floor Fourth Floor Fourth Floor Fourth Floor Fourth Floor  Elevators Type Passenger Freight Number Sprinklers (Wet or Dry System) Type of HVAC System	Third Floor			
Basement First Floor Second Floor Third Floor Fourth Floor Wall Height (floor to eaves) Basement First Floor Second Floor Third Floor Fourth Floor Fourth Floor Fourth Floor Fourth Floor Fourth Floor Fourth Floor Second Floor Third Floor Fourth Floor Fourth Floor Fourth Floor Type Passenger Freight Number Sprinklers (Wet or Dry System) Type of HVAC System	Fourth Floor			
First Floor         Second Floor           Third Floor         Fourth Floor           Wall Height (floor to eaves)         Basement           First Floor         Second Floor           Third Floor         Fourth Floor           Elevators         Freight           Number         Sprinklers (Wet or Dry System)           Type of HVAC System         Type of HVAC System	Perimeter in Linear Feet			
Second Floor Third Floor Fourth Floor Wall Height (floor to eaves)  Basement First Floor Second Floor Third Floor Fourth Floor Fourth Floor Fourth Floor  Elevators Type Passenger Freight Number Sprinklers (Wet or Dry System) Type of HVAC System	Basement			
Third Floor Fourth Floor Wall Height (floor to eaves) Basement First Floor Second Floor Third Floor Fourth Floor Fourth Floor  Elevators Type Passenger Freight Number Sprinklers (Wet or Dry System) Type of HVAC System	First Floor			
Fourth Floor Wall Height (floor to eaves)  Basement First Floor Second Floor Third Floor Fourth Floor  Elevators  Type Passenger Freight Number Sprinklers (Wet or Dry System) Type of HVAC System	Second Floor			
Wall Height (floor to eaves)  Basement  First Floor  Second Floor  Third Floor  Fourth Floor  Elevators  Type Passenger Freight  Number  Sprinklers (Wet or Dry System)  Type of HVAC System	Third Floor			
Basement         First Floor           Second Floor         Third Floor           Fourth Floor         Elevators           Type Passenger Freight         Number           Sprinklers (Wet or Dry System)         Type of HVAC System	Fourth Floor			
Basement         First Floor           Second Floor         Third Floor           Fourth Floor         Elevators           Type Passenger Freight         Number           Sprinklers (Wet or Dry System)         Type of HVAC System	Wall Height (floor to eaves)			
Second Floor Third Floor Fourth Floor  Elevators  Type Passenger Freight Number Sprinklers (Wet or Dry System) Type of HVAC System				
Third Floor Fourth Floor  Elevators  Type Passenger Freight Number  Sprinklers (Wet or Dry System) Type of HVAC System	First Floor			
Fourth Floor  Elevators  Type Passenger Freight  Number  Sprinklers (Wet or Dry System)  Type of HVAC System	Second Floor			
Elevators Type Passenger Freight Number Sprinklers (Wet or Dry System) Type of HVAC System	Third Floor			
Type Passenger Freight Number Sprinklers (Wet or Dry System) Type of HVAC System	Fourth Floor			
Type Passenger Freight Number Sprinklers (Wet or Dry System) Type of HVAC System				
Number Sprinklers (Wet or Dry System) Type of HVAC System	Elevators			
Number Sprinklers (Wet or Dry System) Type of HVAC System	Type Passenger	Freight		
Type of HVAC System	, , , , , , , , , , , , , , , , , , ,			
Type of HVAC System	Sprinklers (Wet or Dry System)			
	Type of HVAC System			
Type of Exterior Walls	Type of Exterior Walls			

Chart 1. Project Construction Characteristics and Costs (cont.)					
	Costs	Costs			
Site Preparation Costs	\$	\$			
Normal Site Preparation*					
Demolition					
Storm Drains					
Rough Grading					
Hillside Foundation					
Terracing					
Pilings					
Offsite Costs	\$	\$			
Roads					
Utilities					
Jurisdictional Hook-up Fees					
Signs	\$	\$			
Landscaping	\$	\$			

<sup>\*</sup>As defined by Marshall Valuation Service. Copies of the definitions may be obtained by contacting staff of the Commission.

#### PART II - PROJECT BUDGET

INSTRUCTION: All estimates for 1.a.-d., 2.a.-j., and 3 are for current costs as of the date of application submission and should include the costs for all intended construction and renovations to be undertaken. (DO NOT CHANGE THIS FORM OR ITS LINE ITEMS. IF ADDITIONAL DETAIL OR CLARIFICATION IS NEEDED, ATTACH ADDITIONAL SHEET.)

#### A. <u>Use of Funds</u>

1.

Capital Costs:						
a. (1) (2) (3) (4) (5) (6)	New Construction Building Fixed Equipment (not included in construction) Land Purchase Site Preparation Architect/Engineering Fees Permits, (Building, Utilities, Etc)	\$				
SUBT	OTAL	\$				
b. (1) (2)	Renovations Building Fixed Equipment (not included in construction)	\$				
(3) (4)	Architect/Engineering Fees Permits, (Building, Utilities, Etc.)					
SUBT	OTAL	\$				
c. (1) (2) (3) (4)	Other Capital Costs Major Movable Equipment Minor Movable Equipment Contingencies Other (Specify)					
TOTAI (a - c)	L CURRENT CAPITAL COSTS	\$				
d. (1) (2)	Non Current Capital Cost Interest (Gross) Inflation (state all assumptions, Including time period and rate)	\$				
TOTAI	L PROPOSED CAPITAL COSTS	\$				

2.	Financing Cost and Other Cash Requirements:		
	<ul> <li>a. Loan Placement Fees</li> <li>b. Bond Discount</li> <li>c. Legal Fees (CON Related)</li> <li>d. Legal Fees (Other)</li> <li>e. Printing</li> <li>f. Consultant Fees</li></ul>	\$	
	TOTAL (a - j)	\$ 	
3.	Working Capital Startup Costs	\$ 	
	TOTAL USES OF FUNDS (1 - 3)	\$ 	
B.	Sources of Funds for Project:		
1. 2. 3. 4. 5. 6. 7. 8.	Cash Pledges: Gross, less allowance for uncollectables = Net  Gifts, bequests Interest income (gross) Authorized Bonds Mortgage Working capital loans Grants or Appropriation (a) Federal (b) State (c) Local Other (Specify)		
TOTA	L SOURCES OF FUNDS (1-9)	\$ 	
	Lease Costs:  a. Land \$  b. Building \$  c. Major Movable Equipment \$  d. Minor Movable Equipment \$  e. Other (Specify) \$	_ X	

#### PART III - CONSISTENCY WITH REVIEW CRITERIA AT COMAR 10.24.01.08G(3):

(INSTRUCTION: Each applicant must respond to all applicable criteria included in COMAR 10.24.01.08G. Each criterion is listed below.)

10.24.01.08G(3)(a). The State Health Plan.

List each standard from the applicable chapter of the State Health Plan and provide a direct, concise response explaining the project's consistency with that standard. In cases where standards require specific documentation, please include the documentation as a part of the application. (Copies of the State Health Plan are available from the Commission. Contact the Staff of the Commission to determine which standards are applicable to the Project being proposed.)

10.24.01.08G(3)(b). Need.

For purposes of evaluating an application under this subsection, the Commission shall consider the applicable need analysis in the State Health Plan. If no State Health Plan need analysis is applicable, the Commission shall consider whether the applicant has demonstrated unmet needs of the population to be served, and established that the proposed project meets those needs.

Please discuss the need of the population served or to be served by the Project.

Responses should include a quantitative analysis that, at a minimum, describes the Project's expected service area, population size, characteristics, and projected growth. For applications proposing to address the need of special population groups identified in this criterion, please specifically identify those populations that are underserved and describe how this Project will address their needs.

[(INSTRUCTION: Complete Table 1 for the Entire Facility, including the proposed project, and Table 2 for the proposed project only using the space provided on the following pages. Only existing facility applicants should complete Table 1. All Applicants should complete Table 2. Please indicate on the Table if the reporting period is Calendar Year (CY) or Fiscal Year (FY)]

TABLE 1: STATISTICAL PROJECTIONS - ENTIRE FACILITY

	Two Most Actual Ended Recent Years		Current Year Projected	Projected Years (ending with first full year at full utilization)			
CY or FY (Circle)	20	20	20	20	20	20	20
1. Admissions		<del></del>	1	1	Г	T	
a. ICF-MR							
b. RTC-Residents							
Day Students							
c. ICF-C/D							
d. Other (Specify)							
e. TOTAL							
2. Patient Days		I	T	T	T	ı	I
a. ICF-MR							
b. RTC-Residents							
c. ICF-C/D							
d. Other (Specify)							
e. TOTAL							

Table 1 Cont.	Two Most Actual Current Ended Recent Year Years Projected		Projected Years (ending with first full year at full utilization)				
CY or FY (Circle)	20	20	20	20	20	20	20
3. Average Length of Sa. ICF-MR	tay						
b. RTC-Residents							
c. ICF-C/D							
d. Other (Specify)							
e. TOTAL							
4. Occupancy Percenta	, , , , , , , , , , , , , , , , , , ,						
a. ICF-MR	lge 						
b. RTC-Residents							
c. ICF-C/D							
d. Other (Specify)							
e. TOTAL							
5. Number of Licensed	Beds*						
a. ICF-MR							
b. RTC-Residents							
c. ICF-C/D							
d. Other (Specify)							
e. TOTAL							
6. Home Health Agenci	es						
a. SN Visits							
b. Home Health Aide							
c. Other Staff							
d.							
e. Total patients srvd.							

Table 1 Cont.	Ended Recent Y		Current Year Projected	Year (ending with first full year at fu			ıll
CY or FY (Circle)	20	20	20	20	20	20	20
7. Hospice Programs				1			
a. SN visits							
b. Social work visits							
c. Other staff visits							
d.							
e. Total patients srvd.							
8. Ambulatory Surgical Fac	cilities	1	ı	T	1	1	
a. Number of operating rooms (ORs)							
Total Procedures in ORs							
Total Cases in ORs							
Total Surgical Minutes in ORs**							
b. Number of Procedure Rooms (PRs)							
Total Procedures in PRs							
Total Cases in PRs							
Total Minutes in PRs**  *Number of beds and occur  *Number of beds and		antaga a	hauld ba ray	norted on	the besid	of lines and	

<sup>\*</sup>Number of beds and occupancy percentage should be reported on the basis of licensed beds. \*\*Do not include turnover time.

# TABLE 2: <u>STATISTICAL PROJECTIONS - PROPOSED PROJECT</u> (INSTRUCTION: All applicants should complete this table.)

	Projected Years (Ending with first full year at full utilization)					
CY or FY (Circle)	20	20	20	20		
1. Admissions	T	T	T	1		
a. ICF-MR						
b. RTC-Residents						
Day Students						
c. ICF-C/D						
d. Other (Specify)						
e. TOTAL						
0.0.1: 10						
2. Patient Days	<u> </u>	<u> </u>	<u> </u>			
a. ICF-MR						
b. Residential Treatment Ctr						
c. ICF-C/D						
d. Other (Specify)						
e. TOTAL						
3. Average Length of Stay						
a. ICF-MR						
b. Residential Treatment Ctr						
c. ICF-C/D						
d. Other (Specify)						
e. TOTAL						
4. Occupancy Percentage*	<u> </u>	T	<u> </u>			
a. ICF-MR						
b. Residential Treatment Ctr						
c. ICF-C/D						
d. Other (Specify)						
e. TOTAL						

Table 2 Cont.	Projected Years
Table 2 Cont.	i i ojecteu i cais

	(Ending with	first full year a	t full utilization	)
CY or FY (Circle)	20	20	20	20
5. Number of Licensed Beds	1			
a. ICF-MR				
b. Residential Treatment Ctr				
c. ICF-C/D				
d. Other (Specify)				
e. TOTAL				
6. Home Health Agencies				
a. SN Visits				
b. Home Health Aide				
C.				
d.				
e. Total patients served				
7. Hospice Programs				
a. SN Visits				
b. Social work visits				
c. Other staff visits				
d. Total patients served				
8. Ambulatory Surgical Facilities				
a. Number of operating rooms (ORs)				
Total Procedures in ORs				
Total Cases in ORs				
Total Surgical Minutes in ORs**				
b. Number of Procedure Rooms (PRs)				
Total Procedures in PRs				
Total Cases in PRs				
Total Minutes in PRs**				
*Do no include turnover time		•	•	•

<sup>\*</sup>Do no include turnover time

10.24.01.08G(3)(c). Availability of More Cost-Effective Alternatives.

For purposes of evaluating an application under this subsection, the Commission shall compare the cost-effectiveness of providing the proposed service through the proposed project with the cost-effectiveness of providing the service at alternative existing facilities, or alternative facilities which have submitted a competitive application as part of a comparative review.

Please explain the characteristics of the Project which demonstrate why it is a less costly or a more effective alternative for meeting the needs identified.

For applications proposing to demonstrate superior patient care effectiveness, please describe the characteristics of the Project that will assure the quality of care to be provided. These may include, but are not limited to: meeting accreditation standards, personnel qualifications of caregivers, special relationships with public agencies for patient care services affected by the Project, the development of community-based services or other characteristics the Commission should take into account.

#### 10.24.01.08G(3)(d). Viability of the Proposal.

For purposes of evaluating an application under this subsection, the Commission shall consider the availability of financial and non-financial resources, including community support, necessary to implement the project within the time frame set forth in the Commission's performance requirements, as well as the availability of resources necessary to sustain the project.

#### Please include in your response:

- a. Audited Financial Statements for the past two years. In the absence of audited financial statements, provide documentation of the adequacy of financial resources to fund this project signed by a Certified Public Accountant who is not directly employed by the applicant. The availability of each source of funds listed in Part II, B. <u>Sources of Funds for Project</u>, must be documented.
- b. Existing facilities shall provide an analysis of the probable impact of the Project on the costs and charges for services at your facility.
- c. A discussion of the probable impact of the Project on the cost and charges for similar services at other facilities in the area.
- d. All applicants shall provide a detailed list of proposed patient charges for affected services.

(INSTRUCTIONS: Table 3, "Revenue and Expenses - Entire Facility (including the proposed project)" is to be completed by existing facility applicants only. Applicants for new facilities should not complete Table 3. Table 4, "Revenues and Expenses - Proposed Project," is to be completed by each applicant for the proposed project only. Table 5, "Revenues and Expenses (for the first full year of utilization", is to be completed by each applicant for each proposed service in the space provided. Specify whether data are for calendar year or fiscal year. All projected revenue and expense figures should be presented in current dollars. Medicaid revenues for all years should be calculated on the basis of Medicaid rates and ceilings in effect at the time of submission of this application. Specify sources of non-operating income. State the assumptions used in projecting all revenues and expenses.)

**TABLE 3:** <u>**REVENUES AND EXPENSES - ENTIRE FACILITY**</u> (including proposed project)

# (INSTRUCTION: ALL EXISTING FACILITY APPLICANTS MUST SUBMIT AUDITED FINANCIAL STATEMENTS)

	Two Most Actual Ended Recent Years		Current Year Projected	Projected Years (ending with first full year at full utilization)			full
CY or FY (Circle)	20	20	20	20	20	20	20
1. Revenue	ı	ı	T	1	1	ı	
a. Inpatient services							
b. Outpatient services							
c. Gross Patient Service Revenue							
d. Allowance for Bad Debt							
e. Contractual Allowance							
f. Charity Care							
g. Net Patient Services Revenue							
h. Other Operating Revenues (Specify)							
i. Net Operating Revenue							

Table 3 Cont.	Ended Recent Years		Current Year Projected	(ending	Projected Years (ending with first full year at ful utilization)		at full
CY or FY (Circle	20	20	20	20	20	20	20
2. Expenses	Т	1		Т	1	Т	
a. Salaries, Wages, and Professional Fees, (including fringe benefits)							
b. Contractual Services							
c. Interest on Current Debt							
d. Interest on Project Debt							
e. Current Depreciation							
f. Project Depreciation							
g. Current Amortization							
h. Project Amortization							
i. Supplies							
j. Other Expenses (Specify)							
k. Total Operating Expenses							
			ı				
3. Income							
a. Income from Operation							
b. Non-Operating Income							
c. Subtotal							
d. Income Taxes							
e. Net Income (Loss)							

Table 3 Cont.	Two Most Actual Ended Recent Years		Current Year Projected	Projected Years (ending with first full year at full utilization)			nt full
CY or FY (Circle)	20	20	20	20	20	20	20
Patient Mix:     A. Percent of Total Revenue	e						
1. Medicare							
2. Medicaid							
3. Blue Cross							
4. Commercial Insurance							
5. Self-Pay							
6. Other (Specify)							
7. TOTAL	100%	100%	100%	100%	100%	100%	100%
B. Percent of Patient Days/\	/isits/Proced	lures (as an	plicable)				
1. Medicare							
2. Medicaid							
3. Blue Cross							
4. Commercial Insurance							
5. Self-Pay							
6. Other (Specify)							
7. TOTAL	100%	100%	100%	100%	100%	100%	100%

# TABLE 4: REVENUES AND EXPENSES - PROPOSED PROJECT

# (INSTRUCTION: Each applicant should complete this table for the proposed project only)

	Projected Years (Ending with first	s st full year at full	utilization)	
CY or FY (Circle)	20	20	20	20
1. Revenues				
a. Inpatient Services				
b. Outpatient Services				
c. Gross Patient Services Revenue				
d. Allowance for Bad Debt				
e. Contractual Allowance				
f. Charity Care				
g. Net Patient Care Service Revenues				
h. Total Net Operating Revenue				
2. Expenses	1			
a. Salaries, Wages, and Professional Fees, (including fringe benefits)				
b. Contractual Services				
c. Interest on Current Debt				
d. Interest on Project Debt				
e. Current Depreciation				
f. Project Depreciation				
g. Current Amortization				
h. Project Amortization				
i. Supplies				
j. Other Expenses (Specify)				
k. Total Operating Expenses				

Table 4 Cont.	Projected Years (Ending with first full year at full utilization)					
CY or FY (Circle)	(Ending with fi	rst full year at fi	20	20		
3. Income	20	20				
a. Income from Operation						
b. Non-Operating Income						
c. Subtotal						
d. Income Taxes						
e. Net Income (Loss)						
		•	•			
Patient Mix:     A. Percent of Total Revenue						
1. Medicare						
2. Medicaid						
3. Blue Cross						
4. Commercial Insurance						
5. Self-Pay						
6. Other (Specify)						
7. TOTAL	100%	100%	100%	100%		
5. Ambulatory Surgical Facilities	 S					
1. Medicare						
2. Medicaid						
3. Blue Cross						
4. Commercial Insurance						
5. Self-Pay						
6. Other (Specify)						
7. TOTAL	100%	100%	100%	100%		

#### 10.24.01.08G(3)(e). Compliance with Conditions of Previous Certificates of Need.

To meet this subsection, an applicant shall demonstrate compliance with all conditions applied to previous Certificates of Need granted to the applicant.

List all prior Certificates of Need that have been issued to the project applicant by the Commission since 1995, and their status.

#### 10.24.01.08G(3)(f). Impact on Existing Providers.

For evaluation under this subsection, an applicant shall provide information and analysis with respect to the impact of the proposed project on existing health care providers in the service area, including the impact on geographic and demographic access to services, on occupancy when there is a risk that this will increase costs to the health care delivery system, and on costs and charges of other providers.

Indicate the positive impact on the health care system of the Project, and why the Project does not duplicate existing health care resources. Describe any special attributes of the project that will demonstrate why the project will have a positive impact on the existing health care system.

#### Complete Table 5

- 1. an assessment of the sources available for recruiting additional personnel;
- 2. recruitment and retention plans for those personnel believed to be in short supply;
- 3. for existing facilities, a report on average vacancy rate and turnover rates for affected positions,

(INSTRUCTION: FTE data shall be calculated as 2,080 paid hours per year. Indicate the factor to be used in converting paid hours to worked hours.

#### TABLE 5. MANPOWER INFORMATION

(INSTRUCTION: List by service the staffing changes (specifying additions and/or deletions and distinguishing between employee and contractual services) required by this project.)

Position Title	Current No. FTEs	Change in FTEs (+/-)	Average Salary	Employee/ Contractual	TOTAL COST
Administration					
Direct Care					
Support					
Support					
				Benefits	
				TOTAL	

(INSTRUCTION:	Indicate method of calculating benefits percentage):	

# **AUTHORIZATION AND SIGNATURE**

1.	List the name and address of each owner or other person responsible for the proposed project and its implementation. If the applicant is not a natural person, provide the date the entity was formed, the business address of the entity, the identify and percentage of ownership of all persons having an ownership interest in the entity, and the identification of all entities owned or controlled by each such person.
2.	Is the applicant, or any person listed above now involved, or ever been involved, in the ownership, development, or management of another health care facility? If yes, provide a listing of each facility, including facility name, address, and dates of involvement.
3.	Has the Maryland license or certification of the applicant facility, or any of the facilities listed in response to Questions 1 and 2, above, ever been suspended or revoked, or been subject to any disciplinary action (such as a ban on admissions) in the last 5 years? If yes, provide a written explanation of the circumstances, including the date(s) of the actions and the disposition. If the applicant, owner or other person responsible for implementation of the Project was not involved with the facility at the time a suspension, revocation, or disciplinary action took place, indicate in the explanation.

4.	4. Is any facility with which the applicant is involved, or has any facility applicant or other person or entity listed in Questions 1 & 2 found out of compliance with Maryland or Federal legal require provision of, payment for, or quality of health care services (of licensure or certification actions described in the response to which have led to an action to suspend, revoke or limit the lice certification at any facility. If yes, provide copies of the finding compliance including, if applicable, reports of non-compliance facility, and any final disposition reached by the applicable government.	2, above, ever been ements for the her than the Question 3, above) ensure or is of non-, responses of the			
5.	Has the applicant, or other person listed in response to Quest pled guilty to or been convicted of a criminal offense connect the ownership, development or management of the applicant health care facility listed in response to Question 1 & 2, above a written explanation of the circumstances, including the date or guilty plea(s).	ted in any way with the facility or any re? If yes, provide			
	One or more persons shall be officially authorized in writing by the applicant to sign for and act for the applicant for the project which is the subject of this application. Copies of this authorization shall be attached to the application. The undersigned is the owner(s), or authorized agent of the applicant for the proposed or existing facility.  I hereby declare and affirm under the penalties of perjury that the facts stated in this application and its attachments are true and correct to the best of my knowledge, information and belief.				
	Date Signature of Owner of Authorized Agent of the state				